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AMERICAN AUTOMOTIVE LEASING ASSOCIATION

ANALYSIS OF COSTS AND RELATED INFORMATION

FINANCE LEASING (OPEN-END)

YEARS 1983 AND 1982

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INTEREST EXPENSE

	Per Unit Per Month Costs	Percentage of Car Cost Financed	Average Monthly Loan Amortization %	Average Simple Interest Rate %	Average % Over Prime Rate	Compensating Balance Required	% of Loan Balance	Loan Commitment Fee Required
Less than 1,000 cars								
A	$ 65.00	100.0	1.60	12.00	1.00	No	-	No
B	57.70	100.0	2.13	14.25	.50	No	-	No
C	(30.18)	—Capital Loan—		11.00	-	No	-	No
D	75.57	90.0	N/A	10.20	Under	No	-	No
E	61.23	100.0	2.25	15.00	.25	No	-	No
F	73.53	86.0	2.00	15.00	1.25	No	-	No
Averages	66.61	95.2	2.00	12.91	.60			
1,000 - 1,999 cars								
G	(118.43)	100.0	2.00	17.30	1.00	No	-	No
H	67.46	100.0	2.30	11.00	1.00	No	-	No
Averages	67.46	100.0	2.15	14.15	1.00			
Over 2,000 cars								
I	-	100.0	2.25	-	-	No	-	No
J	71.90	100.0	2.25	15.50	1.12	No	-	No
K	(45.69)	100.0	2.10	11.20	.25	No	-	Yes
L	51.22	100.0	2.00	12.00	.25	No	-	No
M	72.40	100.0	2.78	11.50	.25	No	-	No
N	(29.33)	100.0	N/A	11.59	N/A	No	-	No
O	66.00	100.0	2.50	14.75	.75	No	-	No
P	60.83	100.0	2.18	17.10	.50	No	-	No
Q	61.60	100.0	2.23	14.00	.25	Yes	Varies	Yes
Averages	63.99	100.0	2.29	13.46	.42			
Combined averages - 1983	65.37	98.5%	2.18%	13.34%	.56%			
Combined averages - 1982	67.94	97.0%	2.14%	16.00%	.86%			
Decrease	(2.57)							
Percentage of Decrease	3.80%							

GENERAL AND ADMINISTRATIVE EXPENSES

PER UNIT PER MONTH COSTS

	Total	Principal(s) Salary	Advertising	Travel & Promotion	Telephone & Telegraph	Rent & Other Occupancy	Office & Postage	Data Processing	Professional Fees	Administrative Salaries	Sales Salaries	Taxes	Insurance	Other
Less than 1,000 cars														
A	$ -	-	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	-	-	-
B	27.23	6.30	.20	1.63	.49	-	.62	-	.77	5.92	9.07	.92	1.31	-
C	38.83	8.49	.34	1.83	.96	3.23	1.86	1.45	2.07	6.14	5.86	1.18	-	5.42
D	26.81	-	.89	.28	1.02	1.14	.44	.91	.16	18.48	-	1.04	1.26	1.19
E	34.68	-	6.19	.51	1.76	-	1.40	-	1.28	15.42	2.43	2.26	-	3.43
F	36.67	4.91	1.33	1.45	.83	1.99	2.32	-	1.18	7.06	6.72	1.91	2.09	4.88
Average	32.84													
1,000 - 1,999 cars														
G	(52.30)	-	2.68	1.93	2.17	3.67	10.87	2.92	1.64	3.87	22.60	.93	.97	(1.95)
H	30.41	1.72	.01	.83	1.08	1.30	1.65	.95	1.04	13.22	-	1.67	3.62	3.32
Average	30.41													
Over 2,000 cars														
I	17.50	-	-	-	-	-	-	-	-	-	-	-	-	-
J	23.90	1.35	.71	.67	.65	1.62	.95	1.43	.82	5.48	4.65	.78	-	4.79
K	30.16	-	.26	.54	1.50	1.02	1.10	2.30	.13	14.19	-	.18	.04	8.90
L	10.87	.51	.18	.56	.50	.45	1.71	-	.69	4.98	-	.48	.31	.50
M	12.25	-	-	-	-	-	-	-	-	-	-	-	-	-
N	22.29	-	.48	1.36	1.20	2.79	1.01	1.12	.83	-	12.57	.22	.27	.44
O	24.00	-	-	-	1.00	3.00	1.00	1.00	1.00	10.00	-	2.00	-	5.00
P	42.51	1.10	2.96	1.25	2.10	4.10	2.32	1.83	.60	9.82	12.00	.44	1.11	2.88
Q	14.76	.94	.25	.80	.75	.74	.68	.74	.27	5.25	2.48	.06	.12	1.68
Average	22.03													
Combined average costs - 1983	26.19													
Combined average costs - 1982	24.91													
Increase	1.28													
Percentage of Increase	5.10%													

COMPOSITION OF FLEETS

	Model Sizes			Air Conditioning	Chevrolet	Ford	Chrysler Corp.	Pontiac	Oldsmobile	Buick	Cadillac	Foreign	Other
	Standard %	Intermediate %	Compact %	%	%	%	%	%	%	%	%	%	%
A	20.0	40.0	40.0	95.0	10.0	20.0	25.0	-	-	-	-	30.0	15.0
B	12.0	72.0	16.0	97.0	41.0	7.0	2.0	6.0	12.0	17.0	3.0	7.0	5.0
C	25.0	45.0	30.0	98.0	22.0	10.0	8.0	9.0	23.0	14.0	2.0	6.0	6.0
D	10.0	60.0	30.0	95.0	13.0	6.0	8.0	16.0	25.0	14.0	1.0	11.0	6.0
E	15.0	75.0	10.0	99.0	44.0	1.0	1.0	2.0	20.0	15.0	3.0	12.0	2.0
F	25.0	50.0	25.0	99.0	25.0	5.0	5.0	15.0	30.0	15.0	1.0	4.0	-
G	-	-	-	-	73.0	5.0	3.0	-	-	-	-	8.0	11.0
H	90.0	8.0	2.0	100.0	31.0	59.0	-	-	-	-	1.0	2.0	7.0
I	15.0	70.0	15.0	100.0	26.0	18.0	8.0	10.5	23.0	11.5	-	-	3.0
J	50.5	42.5	7.0	100.0	31.9	37.9	1.5	1.1	12.6	6.1	1.1	2.0	5.8
K	15.1	58.1	26.8	99.0	38.6	18.5	11.6	4.6	13.3	9.1	-	2.0	2.3
L	11.2	53.5	35.3	99.0	30.9	9.0	10.0	10.3	17.7	17.6	.5	.9	3.1
M	18.0	72.0	10.0	96.0	27.0	12.0	17.0	10.0	8.0	6.0	-	-	20.0
N	21.0	47.0	32.0	80.0	22.0	20.0	12.0	6.0	17.0	14.0	1.0	3.0	5.0
O	12.0	78.0	10.0	84.0	20.0	36.0	10.0	2.0	12.0	10.0	1.0	3.0	6.0
P	27.0	52.0	21.0	-	23.0	13.0	4.0	3.0	21.0	9.0	2.0	20.0	5.0
Q	15.0	36.0	49.0	98.0	22.0	30.0	9.0	3.0	9.0	11.0	2.0	-	14.0
Averages - 1983	24.0	54.0	22.0	96.0	29.0	18.0	8.0	6.0	14.0	10.0	1.0	7.0	7.0
Averages - 1982	31.0	45.0	24.0	90.0	27.0	18.0	6.0	3.0	14.0	8.0	2.0	11.0	11.0

TYPE OF CUSTOMER

	Percentages of Fleets			
		Fleets of:		
	Individuals	2 to 20	21 to 100	Over 100
A	50	50	-	-
B	10	65	25	-
C	60	35	4	1
D	40	10	-	50
E	80	20	-	-
F	20	75	4	1
G	-	-	-	-
H	2	8	10	80
I	-	-	20	80
J	5	10	35	50
K	-	5	35	60
L	-	1	19	80
M	-	4	16	80
N	6	24	21	49
O	3	22	65	10
P	20	35	30	15
Q	1	2	12	85

USED CAR DISPOSITION

	Average Months in Operation	Average Per Unit Mileage	Reconditioning Prior to Sale: % of Cars Reconditioned		Reconditioning Prior to Sale: Average Amount	Used Cars Disposed Through - Percentages: New Car Dealers Sales	New Car Dealers Trade	Used Car Dealers	Auctions	Lessees and Employees	Retail	Sales Location - Percentages: On the Road %	Home Office %
A	42	57,500	Yes	100	75	20.0	10.0	45.0	15.0	10.0	-	-	100.0
B	29	-	Yes	30	274	-	-	7.0	34.0	59.0	-	19.0	81.0
C	29	55,000	No	-	-	-	-	26.0	50.0	24.0	-	60.0	40.0
D	-	-	Yes	35	300	-	33.0	33.0	-	-	34.0	10.0	90.0
E	26	40,000	-	-	-	-	-	90.0	-	-	10.0	-	100.0
F	24	50,000	Yes	10	200	-	-	80.0	-	-	20.0	40.0	60.0
G	36	-	Yes	-	-	-	-	100.0	-	-	-	23.0	77.0
H	28	89,500	No	-	-	-	-	50.0	10.0	40.0	-	45.0	55.0
I	27	57,000	No	-	-	-	-	25.0	50.0	25.0	-	100.0	-
J	30	60,000	No	-	-	-	3.0	87.0	2.0	8.0	-	67.0	33.0
K	29	66,000	No	-	-	6.5	-	20.5	14.0	58.0	1.0	96.0	4.0
L	29	58,168	No	-	-	-	-	60.5	1.5	38.0	-	90.0	10.0
M	30	62,000	No	-	-	1.0	-	78.0	6.0	15.0	-	96.0	4.0
N	29	55,000	No	-	-	-	-	72.0	-	28.0	-	28.0	72.0
O	27	55,000	Yes	25	150	2.0	-	30.0	33.0	35.0	-	70.0	30.0
P	32	48,000	Yes	16	609	1.0	-	37.0	7.0	29.0	26.0	18.0	82.0
Q	29	55,000	Yes	17	165	2.0	-	34.0	30.0	24.0	10.0	86.0	14.0
Averages - 1983	29.8					2.0	3.0	51.0	15.0	23.0	6.0	50.0	50.0
Averages - 1982	29.7					7.0	1.0	45.0	14.0	29.0	4.0	54.0	46.0

LEASING AND RENTAL ACTIVITIES

	Percentage Growth Past Year	Non-Finance Leasing	Daily Car Rental	Daily Truck Rental	Long-Term Truck Leasing	Fleet Management	Non-Automotive Equipment Leasing			Own or Affiliation With New Car Dealership
								By Choice	Accommodation	
A	100.0	Yes	Yes	Yes	Yes	No	No	-	-	Yes
B	(15.0)	Yes	No	No	Yes	No	Yes	Yes	-	No
C	-	Yes	No	No	Yes	No	Yes	Yes	-	No
D	24.8	Yes	Yes	Yes	No	Yes	Yes	Yes	-	No
E	29.0	Yes	Yes	No	Yes	No	No	-	-	Yes
F	-	Yes	Yes	No	Yes	Yes	No	-	-	Yes
G	(9.0)	Yes	No	No	No	No	No	-	-	Yes
H	(42.0)	No	Yes	No	Yes	No	Yes	Yes	Yes	Yes
I	15.0	Yes	No	No	Yes	Yes	No	-	-	No
J	1.0	Yes	Yes	Yes	Yes	Yes	Yes	-	Yes	Yes
K	40.0	Yes	No	No	No	Yes	No	-	-	No
L	1.5	Yes	No	No	Yes	Yes	Yes	-	Yes	Yes
M	-	No	No	No	Yes	No	Yes	Yes	-	No
N	1.8	Yes	Yes	Yes	Yes	Yes	Yes	Yes	-	No
O	10.0	Yes	Yes	Yes	Yes	Yes	Yes	Yes	-	Yes
P	1.0	Yes	Yes	No	Yes	Yes	No	-	-	Yes
Q	12.0	Yes	No	No	Yes	Yes	Yes	Yes	-	Yes

RECORD KEEPING METHODS

	Non-Mechanical (Done by Hand)	Mechanical (Non-Electronic Machinery)	Electronic System-Computer	
			Service Bureau	Own Installation
Less than 1,000 cars				
A	X			X
B	X			
C			X	
D				X
E				X
F				X
1,000 - 1,999 cars				
G			X	
H				
Over 2,000 cars				
I				X
J				X
K			X	X
L				X
M				X
N				X
O				X
P				X
Q				X